Eng. Thiago Medeiros Araujo, PhD EMBA

Place of Birth: Florianópolis, Brazil
Citizenship: Italian and Brazilian

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Personal Profile

Results-driven Product and Technology Manager with deep expertise in polymer science, additive manufacturing, and strategic technology development. Proven ability to lead global product lines, drive revenue growth (EUR 20M+ responsibility), and translate R&D innovations into commercial success. Experienced in cross-functional leadership, strategic partnerships, and competitive market positioning. Successfully led multiple funded innovation projects across Europe and the UK.

Key Achievements

Scaled a new product line from scratch to EUR ~ 5M revenue (LUVOCOM 3F).
Currently managing a EUR ~ 20M product portfolio in high-performance polymers.
Developed and launched multiple polymer technologies for aerospace and industrial applications.
Led and secured funding for multiple EU/UK innovation projects.

Professional Experience

02/2017 - current

LUVOCOM® 3F and Structural Materials Global Product Manager
LEHVOSS Group
Hamburg. Germany
Responsible for global product strategy, market expansion, and revenue growth for LUVOCOM 3F and Structural Materials (EUR 20M+ revenue). Led full-cycle product development, from R&D to commercialization, securing market leadership in polymer-based additive manufacturing. Developed and executed go-to-market strategies, built strategic partnerships, and spearheaded technology scouting for new applications. Led cross-functional teams and influenced C-level decision-making on new product investments.

06/2014 – 01/2017

Consultant Additive Manufacturing Research Engineer
Airbus Group Innovations - AGI
Bristol – United Kingdom
Led strategic technology projects in polymer additive manufacturing for aerospace applications, aligning R&D initiatives with Airbus' long-term business goals. Managed cross-functional teams, coordinated EU-funded projects, identified commercialization opportunities for high-performance polymer applications and co-developed novel processing technologies.

05/2013 - 05/2014

Postdoctoral Research Fellow
University of Trento – UniTN
Trento – Italy
Development of functional composite materials using nano- and micro-reinforcement, e.g. pressure sensors using nanofibers, self-healing composite materials, self-reinforced composites.

11/2011 - 05/2012

Research Scholar
University of Illinois at Chicago – UIC
Chicago – United States of America
Preparation and evaluation of liquid crystalline polymers nanofibers using electrospinning technique and manufacture of composites using liquid crystalline nanofibers.

Education

09/2021 - 09/2023 **Executive MBA**
Kellogg – WHU Otto Beisheim School of Management
Vallendar – Germany / Chicago - United States of America
Executive MBA with a focus on strategic market expansion for high-performance materials. Developed expertise in technology-driven business growth, leadership, and innovation management. Thesis: Market Expansion into High-Performance Polymer Materials for Large Format Additive Manufacturing.

11/2009 - 04/2013 **PhD in Materials Science and Engineering**
University of Trento – UniTN
Trento – Italy
Thesis: Single Polymer micro- and nano- Composites.
Preparation and characterization of an environmentally friendly polymer composite to be used in the automotive and aeronautical field. (Grade: Very Good)

06/2003 - 09/2008 **Materials Engineering Graduation Course**
Federal University of Santa Catarina – UFSC
Florianopolis – Brazil
Diploma Thesis: Incorporation of sugarcane bagasse in a polypropylene matrix by injection and extrusion molding. (Grade: 95%)
Overall Grade: 79,50%

Languages

Portuguese – Primary Language
Italian – Fluent
German – Basic
English – Fluent
Spanish – Basic

Technical skills

Broad experience on Additive Manufacturing processes (SLS, FDM, FGF), from part design to machine operation and post-processing techniques. Experience on machine operation and joint developments involving the market leader's machines.

ASQ Certified Six Sigma Green Belt.

Strong background in research of polymer and polymeric composites manufacturing through injection molding, extrusion, thermoforming, filament winding, lamination, additive manufacturing, and electrospinning.

Technology Scouting & Assessment: Identifying emerging polymer technologies and evaluating market readiness.

Innovation Commercialization: Bridging R&D and business strategy to develop high-value product offerings.

Strategic Market Analysis: Deep understanding of competitive positioning in high-performance polymer markets.

More than 12 publications among international journals, conference journals and patents (Full list of publications and conference participations is available on request).

Hamburg, 19.02.2025

Thiago Medeiros Araujo